



CHEMONICS INTERNATIONAL INC.

POLICIES TO IMPROVE COMPETITIVENESS
IN THE DOMINICAN REPUBLIC PROJECT

Workshop on Market Access in the Free Trade Area of the Americas (FTAA)
Santo Domingo, Dominican Republic
Workshop Dates: September 29, 2002 – October 4, 2002

Submitted to:
USAID/Dominican Republic

Submitted by:
Carl Cira, Florida International University under subcontract to Chemonics International Inc.

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In Support of Strategic Objective (SO) No. 1,
Policies Adopted that Promote Good Governance for Sustainable Economic Growth

August 2003

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Executive Summary

Florida International University (FIU) was contracted to provide a workshop on Market Access in the Free Trade Area of the Americas (FTAA) negotiations under the United States Agency for International Development's (USAID) Dominican Republic Competitiveness Project with Chemonics International as the prime contractor. The workshop design and delivery was tailored by FIU to the needs expressed by the Dominican Foreign Relations Ministry (SEREX) and Chemonics International, and was successfully presented to 27 Dominicans, (18 public sector and 9 private sector) during the September 29, 2002 – October 4, 2002 period. The course was inaugurated on Sunday evening September 29, with opening remarks by representatives of USAID, SEREX and FIU.

The course provided 50 hours of instruction and negotiation practice over a five-day period. It consisted of 20 class hours of preliminary briefings and instruction and 30 hours of simulated negotiations based on the current bracketed text of the FTAA draft Chapter on Market Access. The participants were provided with a manual of background and preparatory readings in the days prior to the opening of the workshop. The negotiation problem case was based on the actual current bracketed text - specially modified for exercise purposes - of the Negotiating Group on Market Access (NGMA), which the participants also received at the outset of the workshop and were requested to review and study during the first two preparatory days of the workshop.

The workshop developed well, despite the challenging nature and complexity of the material, and the apparently limited prior preparation of some participants. In the negotiation phase, after some early sessions where participants were tentative and reluctant to engage, they began to internalize the exercise, understand their roles and a real negotiating atmosphere was rapidly achieved. The bulk of the participants responded seriously and professionally to course methodology and content throughout the week. However, as expected, the change in the planned venue from outside the capital to a hotel in Santo Domingo made consistent concentration and participation more difficult for a number of the participants. Also, in contrast to the March 2002 FIU Intensive International Trade Negotiating Skills Course in Bayahibe, most of the experienced senior negotiators did not attend. This reduced our ability to use them as auxiliary resources and mentors.

Undersecretary of Foreign Affairs Santiago Tejada expressed his satisfaction in his final remarks at the closing of the Workshop on Friday evening October 4th. He expressed praise for the Workshop to the FIU/INTEGRAL instructors and his appreciation to USAID, Chemonics, and FIU. The course schedule is included in Annex A.

SECTION I

General Background & Introduction to Instructors and Participants

A. General Background

The Dominican Republic (DR) in recent years has joined the general economic liberalization trend in Latin America and the Caribbean. A great deal of the initiative and the impetus for economic integration came during the prior Dominican administration. The Dominican Republic made significant progress in the negotiation and signature of free trade agreements with Central America and with the Caribbean Community (CARICOM). As is still the case in many countries, Dominican public sector positions are largely unprotected by civil service status. Thus, after the current Government took office in August 2000, it dismissed a significant group of the public sector personnel previously involved in several important negotiation processes to which the DR is a party.

The majority of the personnel now representing or backstopping the Dominican government (GODR) in international trade negotiations have held their present positions for under two years. Many still lack the background, training and experience to confidently and adequately define negotiating positions and strategies, or to take the lead for their country in an actual negotiation setting. As the pace of trade negotiations in the hemisphere has increased in 2002, the current GODR has sought training and technical help to improve its ability to negotiate effectively in the contexts of the FTAA, CARICOM, the Central America-DR Free Trade Agreement (FTA), the African, Caribbean, and Pacific group of states (ACP) and the World Trade Organization (WTO).

In an important recent policy shift, the U.S. government has begun to project a public posture of active interest in and support for the need for trade capacity building among the smaller economies and the developing countries in general. GODR officials initially made contact with officials of the Office of the U.S. Trade Representative on the issue. USTR referred them to USAID, and GODR Undersecretary of State for Foreign Affairs Santiago Tejada, charged with coordination of all Dominican international trade negotiations, then approached USAID for assistance.

USAID, through its Dominican Republic Competitiveness Project managed by Chemonics International, arranged to contract the Summit of the Americas Center (SOAC) at Florida International University (FIU) to present an intensive one week version of our two week International Trade Negotiation Skills Course for Dominican trade negotiators. Chemonics made the initial contacts with FIU in mid-January 2002. In an initial meeting with SOAC Director Carl A. Ciria at FIU in Miami on January 23, 2002, Undersecretary Tejada, Chemonics DR Competitiveness Chief of Party Antonio Rodríguez-Mansfield, and Chemonics Washington Project Manager Christian Kolar presented the elements of the DR situation and their training needs. SOAC Director Ciria subsequently presented a proposal, and a contract was signed by February 15 and the Intensive Course was conducted for 36 participants in Bayahibe, Dominican

Republic from March 10-17, 2002. A lengthy report on that course was presented to USAID and Chemonics in April 2002.

As a result of the success of the March 2002 course, the FIU Summit of the Americas Center was requested to present two specialized workshops for Dominican negotiators: a workshop on Market Access that is the subject of this report, as well as an upcoming Workshop on Impact Analysis of Trade Agreements, now set for December 1-8, 2002.

Like the March 2002 course, the Market Access Workshop was conducted in a cooperative atmosphere that combined seriousness of purpose with a good level of friendly interchange among FIU instructors and Dominican participants throughout. FIU staff greatly appreciated the constant support of Chemonics Chief of Party Antonio Rodriguez–Mansfield and Project Assistant Rafael Capellan. Unless otherwise indicated, all FIU instructor sessions throughout were accompanied by PowerPoint presentations. Two CDs with all the presentations made were handed over to Chemonics to make them available through SEREX to all the participants.

B. The Florida International University Team of Instructors

FIU arranged, directly or via a subcontract, for the participation of the following instructors:

- **Dr. Rodolfo Rua Boiero**, President, Center for Studies on Economic Integration and International Trade (INTEGRAL), Buenos Aires and Miami, economist and trade policy advisor to Argentine, Brazilian, Uruguayan and Paraguayan public and private sectors, veteran negotiator of various bilateral and Mercosur trade and tariff agreements; representative of Argentine Chamber of Commerce to Business Network for Hemispheric Integration (BNHI);
- **Licenciada Lilana Otero**, INTEGRAL, pharmaceutical regulatory expert, Trade Related Aspects of Intellectual Property Rights (TRIPS) expert, and Mercosur negotiator; negotiation training specialist;
- **Ing. Carlos Restaino**, INTEGRAL, former executive with Gillette, Inc., management consultant and trade negotiation advisor, negotiator of various LAIA and Mercosur trade agreements;
- **Ing. Jorge Bardier**, INTEGRAL, President of the Uruguayan International Trade Association, manufacturer and exporter, expert on rules of origin, experienced trade negotiator;
- **Carl A. Cira, J.D.**, Director, SOAC, attorney, former Deputy Chief, Foreign Commerce Section, Antitrust Division, U.S. Department of Justice; Former Mission Director, USAID/Colombia, 1997-1999. International trade policy commentator and analyst.

C. The Participant Group

The group of 34 participants consisted of both public and private sector individuals involved in, connected with, or interested in the negotiation of international trade agreements for the Dominican Republic. Several of the group had completed the first USAID-FIU Dominican trade course in March 2002, and these individuals clearly came to the fore in the negotiation simulation, playing key roles as assigned by the instructors. At the end of the Workshop, 27 of the 34 had attended and participated sufficiently to receive the Certificate of Completion.

Of the 27 completing the Workshop, 18 were public and 9 were private sector representatives. Of the public sector personnel, 2 were Chief Negotiators/Coordinators and others were alternates or technical or substantive support personnel. Of the private sector group, some were knowledgeable and well informed on the DR's negotiating processes, and had been involved consistently in monitoring the DR negotiation process via the *Comité Nacional de Negociación Comercial* (CNNC), the GODR's liaison body with the private sector and other elements of civil society.

FIU/SOAC has followed and monitored the DR trade negotiation process closely this year and we were well aware of their concerns and issues. FIU instructors were also fully informed of the details of the most recent FTAA Trade Negotiation Committee (TNC) meeting as well as the most recent NGMA sessions in Panama, having debriefed certain delegates. In addition, based on the terms of reference for this Workshop, we conducted specific research on the current Dominican trade situation and tailored the course materials and the case study to that reality.

In comparison with the group that attended the March 2002 course, this group had fewer experienced individuals and was largely younger and less informed on the subject matter. Nevertheless, the group as a whole was well disposed and ready to work. The purpose and methodology of this workshop was eminently practical, rather than theoretical or academic. After some initial doubts from some, the group attitude toward the workshop grew more positive, and they became serious and enthusiastic participants in both the preparatory phase and in the simulated negotiations.

During the first two days of orientation and preparation for the role-playing exercise, all participants generally kept to the rigorous eight or nine-hour daily schedule agreed upon with SEREX. However, during the negotiation phase, about half of the participants initially had difficulty getting into the material and becoming active in the discussion and simulated negotiation. In our judgment, this was due in significant part to most participants' not having read through the materials in advance. Nevertheless, the instructors were constantly available answering concerns and providing explanations, and as the group began to absorb the details of the problem and the aims of the negotiation, the pace increased. Thereafter, the scheduled time for the exercise was exceeded every day, driven primarily by a significant core group that responsibly assumed leadership and coordination roles, and worked overtime together to define, refine and discuss their negotiating positions.

Most individuals got into their assigned roles reasonably well, but as the group could not stay together after the end of the formal negotiation schedule each day, the simulation of an actual negotiation atmosphere was incomplete and it was more difficult to resume the role-playing

quickly the next morning. During the last three days of the course, most participants devoted eight to ten hours of work. The instructors accompanied and remained accessible throughout, and spent an additional hour with the participants at the close of each day's sessions in analysis and preparation for the next day's sessions. After the final sessions on Friday they conducted a critique, evaluation and wrap-up.

D. Dynamics of the Group – Preparation for the Simulated Negotiation Sessions (SNS)

The preparation for the SNS requires the FIU instructors to gather personal information on each participant to analyze their prior education, experience, and apparent expertise and observe their interaction with the group. This background information, together with the instructors' observation of their individual comportment during the preparatory briefings, both in the sessions and during the breaks, allowed us to designate individuals as country representatives and members of regional blocs.

In the Miami courses, we normally have several days to complete the task of conforming the SNS teams. In this case, as for the prior March 2002 DR course, we needed to gain a far more rapid understanding of who the DR participants were, both personally and professionally, for the analysis discussion among instructors needed prior to the assignment of roles in the simulated market access negotiation by the third day of the course.

During the first two course days the instructors observed and studied the participants' behaviors. During the question and comment periods the FIU team sought to identify apparent personality characteristics, evident degrees of prior negotiating experience, self-confidence, professional knowledge, evident leadership traits, tendencies toward dominance or excessive timidity, and the like. It was clear that those who had been participants in the first FIU Dominican course in March 2002 were better situated to assume key roles in this exercise, and were generally more eager to get to the real work of the negotiation.

SECTION II

Final Preparation & Delivery of Course

A. Saturday, September 28: Final Preparations and Logistics Check

FIU instructor group members Rodolfo Rua Boiero, Liliana Otero and Carlos Restaino and Jorge Bardier arrived at the Hotel Santo Domingo. The meeting room setups were reviewed and adjusted with hotel staff, the projection equipment was set up and tested, and miscellaneous details were dealt with to assure the smooth start-up of the course the next day.

All participants had been previously provided copies of a 123-page manual of background readings, specific updates on negotiation areas, and annexes for use during the workshop, including a copy of a simulated FTAA Negotiating Group on Market Access “bracketed text” of the Market Access, Draft Chapter, specially prepared by FIU-Integral to comply with the course objectives. On this occasion, participants also received several additional pages of guidelines explaining and describing the NGMA negotiation that would begin on Wednesday, October 2, 2002 and a copy of the specific instructions for the FTAA negotiations on Market Access put out by the FTAA Trade Negotiation Committee (TNC) in July 2002.

B. Sunday, September 29: Opening Remarks and Introduction

USAID Director Elena Brineman and USAID Economic Policy Coordinator Luis Gonzalez arrived. Undersecretary of Foreign Affairs Santiago Tejada arrived. A number of participants and SEREX observers arrived. FIU/SOAC Director Carl Cira was unable to arrive until Wednesday afternoon due to an illness resulting in a medical prohibition to fly until after an urgent dental operation.

The formal opening of the course began at 6:00 p.m. and ran until 8:30 p.m. The Ambassador Dra. Maritza Guerrero, from SEREX, acted as presenter. After the opening remarks by Dr. Tejada, USAID/DR Mission Director Elena Brineman gave welcoming remarks that emphasized the commitment of the US Government to support the trade capacity building process in the Dominican Republic and expressed USAID’s satisfaction at being able to support the presentation of the Market Access Workshop to Dominican official negotiators and private sector actors.

Dr. Rodolfo Rua Boiero, FIU/SOAC Senior Research Associate, INTEGRAL Director and Workshop Academic Coordinator then spoke briefly on behalf of FIU/SOAC and its partner INTEGRAL. Dr. Rua noted the commitment of the FIU Trade Capacity Building Group to hemispheric integration and our expanding efforts since 2000 to contribute directly to the development of greater trade management and negotiating capacity through our International Trade Negotiation Skills Courses offered both in Miami and at large in interested countries of the region. Dr. Rua then gave a half hour presentation and description of the content and philosophy of the workshop. He explained the methodology to be used in imparting the needed background and fundamentals, as well as that for conducting and managing the simulated negotiation exercises.

In addition, at the request of Undersecretary Tejada, Hugo Rivera, the Dominican chief negotiator on Market Access Negotiation Group, gave a presentation on the latest rounds of negotiations in Panama and the concerns over the need for the DR to present its offers on market access very soon and expressed his regret that the DR and Panama were the only two countries that had to accomplish that early deadline, as all the others involved fitted in other categories and would have more time to prepare their presentations. This information was apparently surprising and alarming to several of the private sector representatives who expressed great concern that the GODR had not kept them adequately informed. The mutual recriminations were polite but vigorous and served to heighten interest in the workshop agenda. Questions and answers were predictably focused on DR options and relative strengths and weaknesses, the wish/need to protect the present levels of US concessional preferences under the Caribbean Basin Initiative (CBI), the Caribbean Basin Trade Partnership Act (CBTPA) and the free zones in whatever negotiation context ensues.

C. Monday, September 30: The International and Regional Context - Interaction of Multilateral and Regional Integration Processes

After a delay due to the late arrival of the visual and sound technician, the workshop got underway. The first full day's content was to inform and update the group in some detail on current political and economic factors impacting the FTAA and other regional negotiations, and the trade relations of the Dominican Republic. Equally important, the presenters strove to provoke reaction, comment and discussion in order to facilitate our parallel task of learning enough about each participant to be able to conform the nine negotiating groups by the end of the second full instruction day. Subjects covered were the Doha Round, the FTAA progress and prospects, the presentation and analysis of the Buenos Aires Ministerial Declaration, and a discussion of the effects of the reestablished Trade Promotion Authority (TPA) on the FTAA negotiations. The agenda is attached as Annex A.

[Parallel SNS role assignment process: initial indications of interests, attitudes and personalities began to manifest themselves during the Question & Answer sessions.]

The sessions at the end of the first day on the relative position of the DR in the hemispheric trade picture provoked intense interest, as it was evident that most of the participants had not been fully aware of the degree of the national export trade accounted for by the free zones (80%), and the degree of dependency on the US unilateral preferences, particularly in textiles and clothing. The realization of the importance of the ongoing FTAA negotiations as well as the 2008 WTO deadline for the dismantling of the free zones provoked animated discussion and concerns about the overall result of the FTAA negotiation process and its potential consequences for the Dominican Republic.

D. Tuesday, October 1: Explanation and Analysis of the FTAA Negotiations and of the Chapter on Market Access in the FTAA

The second full day of instruction began with the review and highlighting of selected issues from the bracketed text of the draft FTAA Agreement and continued with a breakdown of the elements of the multilateral negotiation process as exemplified by the FTAA process.

Appropriate practical examples were provided regarding the importance of the particular negotiation phase and the opportunities for advantage or potential loss of ground. The instructors also illustrated their points with anecdotal and experiential examples from actual past negotiations. During discussion and question periods throughout this second instructional day several participants offered their own experiences for comment and analysis.

The afternoon sessions were devoted to the specific coverage of the draft Chapter on Market Access and its principal components, with in depth discussion and explanation of tariff reduction modalities and alternatives, non-tariff barriers, rules of origin, and customs procedures and business facilitation measures – all with reference to the treatment of each of these crucial market access elements in the draft FTAA Chapter.

The final session covered the interaction of the Market Access agenda with other negotiating groups and their relation to the overall issues of the global FTAA agenda.

E. Wednesday, October 2: Explanation of the SNS Exercise and Initiation of the Simulated Negotiation – Drafting a New Version of the Chapter on Market Access

The third day was dedicated to a detailed and systematic presentation and explanation of the SNS case problem, and to the guidance of the participants in the initial phases. The participants were assigned their roles as representatives of countries or of regional trading blocs (NAFTA, Mercosur, Central America, CARICOM, and the Andean Community). We did not assign representation to the Dominican Republic in this exercise so that all participants would have to internalize the main details of the economy and trade issues of another assigned country and to adapt themselves to its representation based on the rapid study of its evident interests.

The previously distributed Workshop Manual contained a section detailing the real characteristics of the economies and primary products and exports of each country. The Chair of Negotiations or presidency function of the negotiation table and three other key roles were given to persons who had been outstanding participants in the March 2002 FIU Dominican Course. The negotiation began and as noted, proceeded hesitantly and with a good deal of questioning and initial confusion. As the day went on, the process gradually took form. See the course schedule, Annex A, for the order of the day.

F. Thursday, October 3: Second Day of Negotiations

The participants settled into their assigned roles and began to deal with the order of the day, developing country positions and group and subgroup technical positions and negotiation goals. FIU instructors were at hand throughout to provide individual and group coaching and to clarify information and issues arising from the interplay of the emerging negotiation positions. The discussions continued to go slowly but during the morning the participants seemed to get into their roles and began to understand the process. The assertiveness of the Chair was an important element and the selection of one of the participants from the March course proved to have been a key in the eventual improvement in focus and momentum. As the relations and alliances among the country representatives and blocs developed and as the presiding officer began to assert a stronger guiding hand, participants progressively took their roles and the concentration necessary

more seriously and lively discussions and quick caucuses outside the negotiation room began to occur.

Drafting of proposed wording for sections of relevant possible declarations began to happen and small clusters of participants huddled over several laptop computers to collaboratively produce the drafts, shuttling back and forth between the negotiation room and the working room, just as in an actual negotiation. Toward the end of the day, FIU instructors reminded the group that they were to produce the agenda for the next day's sessions and that this effort was just as much a part of the overall negotiation as any other element to be reduced to writing. The session was adjourned when an agreed agenda had been negotiated. In view of the good pace and high interest of participants in the exercise, FIU instructors decided to extend it up to the afternoon of the following day. To do so within the game rules, a simulated formal communication was made to the Negotiation Group Chair and to the regional chiefs of the negotiation, simulating an instruction of the Trade Negotiation Committee about the importance of pursuing debates until an agreement is reached. The daily feedback session extended to 8:30 p.m.

G. Friday, October 4: Third and Final Day of Negotiations – Production of New Draft - Instructors Evaluation of Negotiations; Discussion

The session began at 8:30 a.m. Participants continued to work on the final negotiation and production of the new draft throughout the day, delaying the conclusion and evaluation until after 7:00 p.m. Finally, the exercise stood adjourned and a lively and good-natured question, comment and discussion period ensued. The FIU instructors gave their evaluations and comments on the experience. All present agreed that it had been an extraordinary and useful experience, and that the workshop had exceeded the expectations of participants and instructors alike. The open debriefing, evaluation and discussion continued for another hour and a half.

One private sector participant commented that she now understood for the first time the complexity of the trade negotiation processes and was struck with how much on their own the official negotiators are and how incapable the private sector remains at supporting the process and providing meaningful inputs. Another private sector participant said he was now very respectful of the difficult work the public sector had in these processes and that the private sector had to mobilize to support and participate much more and in an organized way.

The individual who ably presided over the negotiations noted that the importance of the use of time as a negotiating tool was made very clear in this process, as both deliberate delay and pressures to jump ahead had been employed by different participants. She noted that some who had first resisted removal of certain brackets began to agree to remove brackets from text on the last day and then somewhat indiscriminately, due to a lack of real comprehension of the implications. She also observed that some had not and did not read the texts closely enough and so failed to understand nuances and full implications of removal or inclusion of certain language.

Others commented how clear it was that the DR had no overall trade negotiating strategy and that the design of such a strategy was imperative. They noted the lack of a commercial intelligence database. Nevertheless, a group of the more experienced negotiators asserted that the degree of coordination among GODR actors and agencies and with the private sector had improved greatly over the course of this year, giving as an example the services sector. A

number of participants, both public and private sector, expressed satisfaction for the GODR's (SEREX) having opened this latest FIU workshop to the private sector. Another noted that the agriculture area was probably the best coordinated between public and private sector, with private sector representatives accompanying GODR representatives to FTAA meetings. They asserted that the more serious problem was the lack of communication and coordination among the Dominican private sector.

Undersecretary Tejada expressed the thanks of the Ministry to USAID, Chemonics, and the FIU group and praised the degree of collaboration of the participants. He noted that while the attendance of some had not been possible because of other obligations, and that of others had not been what was expected, the bulk of the group had responded very well and had profited from the experience.

Certificates of Successful Completion of the 50 hour FIU Market Access Workshop were provided to Chemonics for subsequent award by SEREX to all those participants who had fulfilled the attendance requirements.

Annex A: Workshop Schedule

**Taller sobre
Negociaciones de Comercio Internacional: Acceso a Mercados en el
Área de Libre Comercio de las Américas (ALCA)**

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**Summit of the Americas Center  
Latin American and Caribbean Center  
Of  
Florida International University  
Miami, Florida**

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**Hotel Santo Domingo
Santo Domingo, República Dominicana
29 Setiembre – 4 Octubre 2002**

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**Programa**



**Domingo, 29 de setiembre**  
**Apertura y Presentación del Curso**

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|-------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 6:00 pm a 6:30 pm | Palabras de Bienvenida y Apertura del Curso<br><i>Secretaria de Relaciones Exteriores (SEREX)</i><br><i>Chemonics, Inc.</i><br><i>Summit of the Americas Center (SOAC), FIU</i>                                                                                                                                                                                                      |
| 6:30 pm a 7:30 pm | Presentación del Taller: Explicación general de los contenidos del Taller, con referencia específica a la metodología a ser utilizada en la asimilación de la información y en el ejercicio de simulación de la negociación<br><i>Centro de Estudios de Integración Económica y Comercio Internacional (INTEGRAL)</i><br><br>Presentación de los asistentes al Curso<br><i>SEREX</i> |

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**Lunes, 30 de setiembre**  
***El Contexto Internacional y Regional: Interacción entre las negociaciones multilaterales y los procesos de integración regional***

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|                     |                                                                                                                                                        |
|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8:30 am a 9:30 am   | La nueva Ronda Multilateral de Comercio: La Agenda de Comercio y Desarrollo de Doha<br><i>Carl Cira -SOAC</i>                                          |
| 9:30 am a 10:30 am  | La Agenda de Doha: elementos de interferencia y de sinergia con los procesos de integración económica regional<br><i>Rodolfo Rúa Boiero – INTEGRAL</i> |
| 10:30 am a 11:00 am | Coffee-Break                                                                                                                                           |
| 11:00 am a 12:30 pm | Panorama del Área de Libre Comercio de las Américas (ALCA)<br><i>Carlos Restaino - INTEGRAL</i>                                                        |
| 12:30 pm a 2:00 pm  | Almuerzo                                                                                                                                               |
| 2:00 pm a 3:00 pm   | Análisis de la Declaración de Buenos Aires y del Programa de Acción de la Cumbre de Québec<br><i>Rodolfo Rúa Boiero – INTEGRAL</i>                     |

3:00 pm a 4:00 pm      La política comercial de EE.UU. y la integración hemisférica - La Autorización de la Vía Rápida (*Trade Promotion Authority* - TPA)  
*Carl Cira – SOAC*

4:00 pm a 4:30 pm      Coffee-Break

***PANEL : Interacción entre las Negociaciones Multilaterales y los Procesos de Integración Regional - SOAC – INTEGRAL***

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4:30 pm a 6:00 pm      El posicionamiento económico-comercial de República Dominicana en el contexto internacional, regional y hemisférico

6:00 pm a 6:30 pm      Refrigerio

6:30 pm a 8:00 pm      República Dominicana: el “mapa” de preferencias comerciales y los frentes de negociación externa

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**Martes, 1 de octubre**

***La Negociación Hemisférica – ALCA***

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8:30 am a 9:45 am      Presentación y Análisis del Borrador del Acuerdo del ALCA (“*bracketed draft text*”)  
*Rodolfo Rúa Boiero – INTEGRAL*

9:45 am a 10:30 am      El proceso de negociación y los principales *issues* de la agenda  
*Liliana Otero – INTEGRAL*

10:30 am a 11:00 am      Coffee-Break

***La Negociación de Acceso a Mercados en el ALCA***

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11:00 am a 12:30 pm      Análisis del borrador del Capítulo de Acceso a Mercados y sus principales componentes  
*Rodolfo Rúa Boiero – INTEGRAL*

12:30 pm a 2:00 pm      Almuerzo

2:00 pm a 3:15 pm      Desgravación arancelaria: modalidades, ritmos y plazos de desgravación  
*Carlos Restaino – INTEGRAL*

|                   |                                                                                                                                          |
|-------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| 3:15 pm a 4:00 pm | Medidas y restricciones no arancelarias<br><i>Liliana Otero – INTEGRAL</i>                                                               |
| 4:00 pm a 4:30 pm | Coffee-Break                                                                                                                             |
| 4:30 pm a 5:30 pm | Régimen de origen<br><i>Jorge Bardier – INTEGRAL</i>                                                                                     |
|                   | Procedimientos Aduaneros<br><i>Carlos Restaino y Jorge Bardier – INTEGRAL</i>                                                            |
| 6:00 pm a 6:30 pm | Refrigerio                                                                                                                               |
| 6:30 pm a 8:00 pm | Interacciones con otros Grupos de Negociación e <i>issues</i> de la agenda de negociación global<br><i>Rodolfo Rúa Boiero - INTEGRAL</i> |

**Miércoles, 2 de octubre**

***Ejercicio de Juego de Roles: La Negociación de Acceso a Mercados en el ALCA – Redacción del Nuevo Borrador - INTEGRAL***

|                     |                                                                                                                                                 |
|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|
| 8:30 am a 10:30 am  | Descripción metodológica del ejercicio: Balizas (Guidelines); Objetivos del ejercicio de negociación; Distribución de Roles.<br><i>INTEGRAL</i> |
| 10:30 am a 11:00 am | Coffee Break                                                                                                                                    |
| 11:00 am a 12:30 pm | Información: Búsqueda, análisis y evaluaciones preliminares<br>Rondas informales de Negociación                                                 |
| 12:30 pm a 2:00 pm  | Almuerzo                                                                                                                                        |
| 2:00 pm a 7:00 pm   | Reunión del Grupo de Negociaciones sobre Acceso a Mercados                                                                                      |
| 4:00 pm a 4:30 pm   | Coffee Break                                                                                                                                    |
| 4:30 pm a 7:00 pm   | Reunión del Grupo de Negociaciones sobre Acceso a Mercados                                                                                      |
| 7:00 pm a 8:00 pm   | Evaluación de la primera jornada de negociaciones                                                                                               |

Jueves, 3 de octubre

***Ejercicio de Juego de Roles: La Negociación de Acceso a Mercados en el ALCA – Redacción del Nuevo Borrador - INTEGRAL***

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|--------------------|------------------------------------------------------------|
| 8:30 am a 12:30 am | Reunión del Grupo de Negociaciones sobre Acceso a Mercados |
| 12:30 pm a 2:00 pm | Almuerzo                                                   |
| 2:00 pm a 7:00 pm  | Reunión del Grupo de Negociaciones sobre Acceso a Mercados |
| 4:00 pm a 4:30 pm  | Coffee Break                                               |
| 4:30 pm a 7:00 pm  | Reunión del Grupo de Negociaciones sobre Acceso a Mercados |
| 7:00 pm a 8:00 pm  | Evaluación general del ejercicio                           |

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Viernes, 4 de octubre

***PANEL DE DISCUSIÓN: Estrategias de Negociación en el Ámbito Hemisférico SOAC – INTEGRAL – PARTICIPANTES DEL WORKSHOP***

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|---------------------|---------------------------------------------------------------------------------------|
| 8:30 am a 9:30 am   | Los Objetivos de la política comercial y la agenda de negociación hemisférica         |
| 9:30 am a 10:30 am  | Los Objetivos de la política comercial y la definición de las posiciones negociadoras |
| 10:30 am a 11:00 am | Coffee Break                                                                          |
| 11:00 am a 12:30 pm | Identificación de prioridades en la agenda de negociación                             |
| 12:30 pm a 2:00 pm  | Almuerzo                                                                              |
| 2:00 pm a 3:00 pm   | Identificación de los intereses propios y de las contrapartes en la negociación       |
| 3:00 pm a 4:00 pm   | Búsqueda de consensos                                                                 |
| 4:30 pm a 5:00 pm   | Coffee Break                                                                          |

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|-------------------|-----------------------------------------------------------------------------------|
| 5:00 pm a 6:30 pm | Coordinación para el diseño y la implementación de las estrategias de negociación |
| 6:30 pm a 7:00 pm | Refrigerio                                                                        |
| 7:00 pm a 8:00 pm | Conclusiones Generales<br>Cierre del Taller                                       |

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